

Fresh Oranges:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during January. The denominator represents the total number of FEU shipped, by all carriers, throughout the 2002 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, January 2002.

Market Share-January:

Each carrier's current market share is based on the number of containers shipped during January 2002. Source: PIERS, January 2002.

Market Share-CY 2002:

Each carrier's market share is based on the total number of containers shipped throughout the 2002 calendar year. Source: PIERS, 2002.

Transit Time

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

Ocean Rates

Ocean rates are applicable for March 31, 2002. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

Container Rate

Container rates for Fresh Oranges are quoted on full 40-foot refrigerated containers unless otherwise noted.

Definitions

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1,000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Ron Hagen, Heidi Reichert, and April Taylor of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325, or Taylor on (202) 690-1326 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Issue Date: March 31, 2002 Page 1 of 10

L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Oranges

Monthly Market Share For: January 2002

Month\Year: 3.0 \ 3.0

									,				
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	33%	33%	22 Days	\$3,100	\$95	\$40							\$3,235
NYK Line	33%	33%	19 Days										
Hyundai	33%	33%	18 Days	\$3,400	\$95								\$3,495

Average Container Rat \$3,365

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Oranges

Monthly Market Share For: January 2002

Month\Year: 290.0 \ 290.0

Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	68%	68%	13 Days	\$2.78 ¹⁹	\$5	\$40						1008 pkgs	\$2,932
NYK Line	9%	9%	14 Days										
Hapag-Lloyd	9%	9%	14 Days	\$2.43 ¹⁹								1008 pkgs	\$2,499
Hyundai	6%	6%	12 Days	\$2,200	\$95								\$2,295
OOCL	6%	6%	12 Days	\$2,500	\$95	\$40							\$2,635
P&O Nedlloyd	3%	3%	19 Days	\$2,500	\$95	\$40							\$2,635

¹⁹ Rate is calculated per package. Average Container Rat \$2,819

Issue Date: March 31, 2002

Page 3 of 10

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Fresh Oranges

Surcharges:

Monthly Market Share For: January 2002

Month\Year: 9.0 \ 9.0

Carrie

Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
56%	56%	23 Dave	¢6 27 ¹⁹	\$5 1	¹⁹ ¢ 40		¢3/1 19					¢7 172

Hanjin	56%	56%	23 Days	\$6.87	\$5	\$40	\$34	\$7,172
APL	22%	22%	23 Days	\$3,100	\$95	\$40		\$3,235
Wan Hai	11%	11%	26 Days					
OOCL	11%	11%	22 Days	\$3,400	\$95	\$40	\$1800	\$5,335

¹⁹ Rate is calculated per package.

Average Container Rat \$5,958

L.A./L.B./Oakland Ports To Hong Kong

Fresh Oranges

Monthly Market Share For: January 2002

Month\Year: 870.5 \ 870.5

Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
30%	30%	15 Days	\$3,010	\$95	\$40							\$3,145
16%	16%	15 Days										
11%	11%	14 Days	\$2,810	\$95	\$40							\$2,945
10%	10%	14 Days	\$3,010	\$95								\$3,105
10%	10%	15 Days	\$2.18 ¹⁹				\$34 ¹⁹				900 pkgs	. \$2,649
8%	8%	14 Days	\$3,010	\$95	\$40							\$3,145
5%	5%	14 Days	\$2,400	\$95	\$40							\$2,535
2%	2%	17 Days	\$5,850	\$95	\$40							\$5,985
2%	2%	13 Days	\$2,600	\$95	\$40							\$2,735
2%	2%	17 Days										
1%	1%	16 Days										
1%	1%	15 Days	\$2,710	\$95	\$40							\$2,845
	30% 16% 11% 10% 10% 8% 5% 2% 2% 1%	Share Share CY 30% 30% 16% 16% 11% 11% 10% 10% 8% 8% 5% 5% 2% 2% 2% 2% 1% 1%	Share Share CY Time 30% 30% 15 Days 16% 16% 15 Days 11% 11% 14 Days 10% 10% 15 Days 8% 8% 14 Days 5% 5% 14 Days 2% 2% 17 Days 2% 2% 17 Days 2% 2% 17 Days 1% 1% 16 Days	Share Share CY Time Ocean Rate 30% 30% 15 Days \$3,010 16% 16% 15 Days \$2,810 11% 11% 14 Days \$3,010 10% 10% 15 Days \$2.18 ** 8% 8% 14 Days \$3,010 5% 5% 14 Days \$2,400 2% 2% 17 Days \$5,850 2% 2% 13 Days \$2,600 2% 2% 17 Days 1% 1% 16 Days	Share Share CY Time Ocean Rate BAF 30% 30% 15 Days \$3,010 \$95 16% 16% 15 Days \$2,810 \$95 11% 11% 14 Days \$3,010 \$95 10% 10% 15 Days \$2.18 19 \$2.18 19 8% 8% 14 Days \$3,010 \$95 5% 5% 14 Days \$2,400 \$95 2% 2% 17 Days \$5,850 \$95 2% 2% 13 Days \$2,600 \$95 2% 2% 17 Days \$1000	Share Share CY Time Ocean Rate BAF CHASSIS 30% 30% 15 Days \$3,010 \$95 \$40 16% 16% 15 Days \$2,810 \$95 \$40 10% 10% 14 Days \$3,010 \$95 \$40 10% 10% 15 Days \$2.18 19 \$2.18 19 \$40	Share Share CY Time Ocean Rate BAF CHASSIS CAF 30% 30% 15 Days \$3,010 \$95 \$40 16% 16% 15 Days \$2,810 \$95 \$40 10% 10% 14 Days \$3,010 \$95 \$40 10% 10% 15 Days \$2.18 19 \$2.18 19 \$40 8% 8% 14 Days \$3,010 \$95 \$40 5% 5% 14 Days \$2,400 \$95 \$40 2% 2% 17 Days \$5,850 \$95 \$40 2% 2% 13 Days \$2,600 \$95 \$40 2% 2% 17 Days \$2,600 \$95 \$40 2% 2% 17 Days \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000 \$1,000	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC 30% 30% 15 Days \$3,010 \$95 \$40 16% 16% 15 Days \$2,810 \$95 \$40 10% 10% 14 Days \$3,010 \$95 \$34 10% 10% 15 Days \$2.18 ** \$34 ** \$34 ** 8% 8% 14 Days \$3,010 \$95 \$40 5% 5% 14 Days \$2,400 \$95 \$40 2% 2% 17 Days \$5,850 \$95 \$40 2% 2% 13 Days \$2,600 \$95 \$40 2% 2% 17 Days \$2,600 \$95 \$40 2% 2% 17 Days \$4,000 \$40 \$40 2% 2% 17 Days \$4,000 \$40 \$40 2% 2% 17 Days \$4,000 \$40 \$40 2	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC CFS Rec 30% 30% 15 Days \$3,010 \$95 \$40	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB 30% 30% 15 Days \$3,010 \$95 \$40	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB Cotton R. 30% 30% 15 Days \$3,010 \$95 \$40 16% 16% 15 Days \$2,810 \$95 \$40 10% 10% 14 Days \$3,010 \$95 \$40 10% 10% 15 Days \$2.18 ¹⁹ \$34 ¹⁹ \$34 ¹⁹ 8% 8% 14 Days \$3,010 \$95 \$40 5% 5% 14 Days \$2,400 \$95 \$40 2% 2% 17 Days \$5,850 \$95 \$40 2% 2% 13 Days \$2,600 \$95 \$40 2% 2% 17 Days \$2,600 \$95 \$40 2% 2% 17 Days \$4,000 \$4,000 \$4,000 \$4,000 \$4,000 \$4,000 \$4,000 \$4,000 \$4,000 \$4,000 \$4,000 \$4,000 \$4,000	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB Cotton R. Size 30% 30% 15 Days \$3,010 \$95 \$40 11% 11% 14 Days \$2,810 \$95 \$40 10% 10% 14 Days \$3,010 \$95 10% 10% 15 Days \$2.18 ¹⁹ \$34 ¹⁹ 900 pkgs 8% 8% 14 Days \$3,010 \$95 \$40 5% 5% 14 Days \$2,400 \$95 \$40 2% 2% 17 Days \$5,850 \$95 \$40 2% 2% 13 Days \$2,600 \$95 \$40 2% 2% 17 Days \$40 \$40

¹⁹ Rate is calculated per package. Average Container Rat \$3,068

Issue Date: March 31, 2002

Page 5 of 10

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Fresh Oranges

Surcharges:

Monthly Market Share For: January 2002

Month\Year: 1.0 \ 1.0

Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	100%	100%	25 Days	\$3,500	\$95								\$3,595

Average Container Rat \$3,595

L.A./L.B./Oakland Ports To Keelung/Kaohsiung, Taiwan

Market

Share

Market

Share CY

Fresh Oranges

Monthly Market Share For: January 2002

Transit Time

Month\Year: 15.9 \ 15.9

Carrie

				Surcharg	es:				
Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
\$2,975	\$95	\$40	4%						\$3,229
			•	•					

OOCL	50%	50%	13 Days	\$2,975	\$95	\$40	4%	\$3,229
NYK Line	37%	37%	20 Days					
Evergreen	6%	6%	11 Days	\$2,850	\$95	\$40		\$2,985
APL	6%	6%	13 Days	\$3,180	\$95	\$40	4%	\$3,442

Average Container Rat \$3,226

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Fresh Oranges

Surcharges:

Monthly Market Share For: January 2002

Month\Year: 33.0 \ 33.0

								Suicituis	CD.				
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	36%	36%	20 Days	\$3,200	\$95	\$40							\$3,335
APL	18%	18%	25 Days	\$3,300	\$95	\$40							\$3,435
P&O Nedlloyd	12%	12%	21 Days	\$3,100	\$95	\$40							\$3,235
Hapag-Lloyd	12%	12%	20 Days	\$3.08 19				\$34 19				950 pkgs	. \$3,504
Maersk-SeaLand	9%	9%	30 Days	\$3,400	\$95	\$40							\$3,535
Hanjin	6%	6%	21 Days	\$3.73 19	\$5 ¹⁹	\$40		\$34 ¹⁹				1008 pkgs	s. \$4,502
NYK Line	6%	6%	20 Days										

¹⁹ Rate is calculated per package. Average Container Rat \$3,458

L.A./L.B./Oakland Ports To Singapore

Fresh Oranges

Monthly Market Share For: January 2002

Month\Year: 33.4 \ 33.4

								8					
Carrie	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container R ate
OOCL	36%	36%	18 Days	\$3,070	\$95	\$40	8%						\$3,445
APL	27%	27%	20 Days	\$3,100	\$95	\$40	8%						\$3,483
NYK Line	15%	15%	18 Days										
MOL	7%	7%	21 Days	\$2,550	\$95	\$40							\$2,835
Hapag-Lloyd	6%	6%	18 Days	\$3.08 19			10%	\$34 ¹⁹					\$3,797
Hyundai	3%	3%	22 Days	\$3,200	\$95		8%						\$3,551
Maersk-SeaLand	3%	3%	25 Days	\$3,200	\$95	\$40	8%						\$3,591
Evergreen	3%	3%	15 Days	\$3,200	\$95	\$40							\$3,335

¹⁹ Rate is calculated per package. Average Container Rat \$3,437

L.A./L.B./Oakland Ports To Tokyo/Yokohama, Japan

Fresh Oranges

Monthly Market Share For: January 2002

Month\Year: 161.2 \ 161.2 \ Surcharges:

Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
32%	32%	10 Days	\$2.20 ¹⁹	\$5	¹⁹ \$40	41%	\$34 ¹⁹					\$3,869
32%	32%	11 Days	\$2,900	\$95	\$40							\$3,035
12%	12%	11 Days	\$3,040	\$95	\$40	41%						\$4,421
6%	6%	12 Days	\$2,710	\$95	\$40	41%						\$3,956
5%	5%	10 Days	\$3,140	\$95	\$40	41%						\$4,562
5%	5%	10 Days										
3%	3%	10 Days	\$2,400	\$195	\$40	41%						\$3,390
2%	2%	10 Days	\$3,940	\$140		41%						\$5,695
1%	1%	10 Days	\$3,040	\$95		41%						\$4,381
1%	1%	10 Days	\$2,700	\$95	\$40							\$2,835
	32% 32% 12% 6% 5% 3% 2% 1%	Share Share CY 32% 32% 32% 32% 12% 12% 6% 6% 5% 5% 3% 3% 2% 2% 1% 1%	Share Share CY Time 32% 32% 10 Days 32% 32% 11 Days 12% 12% 11 Days 6% 6% 12 Days 5% 5% 10 Days 3% 3% 10 Days 2% 2% 10 Days 1% 1% 10 Days	Share Share CY Time Ocean Rate 32% 32% 10 Days \$2.20 19 32% 32% 11 Days \$2,900 12% 12% 11 Days \$3,040 6% 6% 12 Days \$2,710 5% 5% 10 Days \$3,140 5% 5% 10 Days \$2,400 2% 2% 10 Days \$3,940 1% 1% 10 Days \$3,040	Share Share CY Time Ocean Rate BAF 32% 32% 10 Days \$2.20 19 \$5 32% 32% 11 Days \$2,900 \$95 12% 12% 11 Days \$3,040 \$95 6% 6% 12 Days \$2,710 \$95 5% 5% 10 Days \$3,140 \$95 5% 5% 10 Days \$2,400 \$195 2% 2% 10 Days \$3,940 \$140 1% 1% 10 Days \$3,040 \$95	Share Share CY Time Ocean Rate BAF CHASSIS 32% 32% 10 Days \$2.20 ** \$5 ** \$40 32% 32% 11 Days \$2,900 ** \$95 ** \$40 12% 12% 11 Days \$3,040 ** \$95 ** \$40 6% 6% 12 Days \$2,710 ** \$95 ** \$40 5% 5% 10 Days \$3,140 ** \$95 ** \$40 5% 5% 10 Days \$2,400 ** \$195 ** \$40 2% 2% 10 Days \$3,940 ** \$140 1% 1% 10 Days \$3,040 ** \$95	Share Share CY Time Ocean Rate BAF CHASSIS CAF 32% 32% 10 Days \$2.20 19 \$5 19 \$40 41% 32% 32% 11 Days \$2,900 \$95 \$40 41% 12% 12% 11 Days \$3,040 \$95 \$40 41% 6% 6% 12 Days \$2,710 \$95 \$40 41% 5% 5% 10 Days \$3,140 \$95 \$40 41% 5% 5% 10 Days \$2,400 \$195 \$40 41% 2% 2% 10 Days \$3,940 \$140 41% 1% 1% 10 Days \$3,040 \$95 41%	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC 32% 32% 10 Days \$2.20 ¹⁹ \$5 ¹⁹ \$40 41% \$34 ¹⁹ 32% 32% 11 Days \$2,900 \$95 \$40 41% 12% 12% 11 Days \$3,040 \$95 \$40 41% 6% 6% 12 Days \$2,710 \$95 \$40 41% 5% 5% 10 Days \$3,140 \$95 \$40 41% 5% 5% 10 Days \$2,400 \$195 \$40 41% 2% 2% 10 Days \$3,940 \$140 41% 1% 1% 10 Days \$3,040 \$95 41%	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC CFS Rec 32% 32% 10 Days \$2.20 ¹⁹ \$5 ¹⁹ \$40 41% \$34 ¹⁹ 32% 32% 11 Days \$2,900 \$95 \$40 41% 12% 12% 11 Days \$3,040 \$95 \$40 41% 6% 6% 12 Days \$2,710 \$95 \$40 41% 5% 5% 10 Days \$3,140 \$95 \$40 41% 5% 5% 10 Days \$2,400 \$195 \$40 41% 2% 2% 10 Days \$3,940 \$140 41% 1% 1% 10 Days \$3,040 \$95 41%	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB 32% 32% 10 Days \$2.20 ¹⁹ \$5 ¹⁹ \$40 41% \$34 ¹⁹ 32% 32% 11 Days \$2,900 \$95 \$40 41% 12% 12% 11 Days \$3,040 \$95 \$40 41% 6% 6% 12 Days \$2,710 \$95 \$40 41% 5% 5% 10 Days \$3,140 \$95 \$40 41% 5% 5% 10 Days \$2,400 \$195 \$40 41% 2% 2% 10 Days \$3,940 \$140 41% 1% 1% 10 Days \$3,040 \$95 41%	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB Cotton R. 32% 32% 10 Days \$2.20 ¹⁹ \$5 ¹⁹ \$40 41% \$34 ¹⁹ \$34 ¹⁹ \$32% \$40 \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41% \$40 \$41%	Share Share CY Time Ocean Rate BAF CHASSIS CAF THC CFS Rec ARB Cotton R. Size 32% 32% 10 Days \$2.20 ** 9 ** \$5 ** 9 ** \$40 ** 41% 41% \$34 ** 9* ** ** ** ** ** ** ** ** ** ** ** ** **

¹⁹ Rate is calculated per package. Average Container Rat \$3,716